CASH MANAGEMENT REVIEW

And the Survey Results Are In!

Seventy-three of the nation's 100 largest banks with cash management departments responded to the *American Banker* survey, which was mailed in July. The tabular results are printed below.

Cash Management

Among the participants were 20 of the largest 25 institutions, based on deposits, and seven of the Top 10. The respondents were instructed to include the value of bank-retained float and compensating balances in determining the profitability of services.

In some cases where more than one answer was given to a question, the response was weighted proportionately so that the reply of each bank counted equally. Percentages do not always add up to 100% because of rounding.

The responses have been listed in several categories: overall (all respondents), Top 25 banks, banks ranked 26 to 100, and regionally — Northeast (NE), Southeast (SE), Midwest (MW), and West (W).

Here is how the states are grouped:

Northeast: Connecticut, Massachusetts, Maine, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.

Southeast: Alabama, Arkansas, Delaware, Florida, Georgia, Louisiana, Maryland, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, West Virginia, and Washington D.C.

Midwest: Iowa, Illinois, Indiana, Kansas, Kentucky, Michigan, Minnesota, Missouri, North Dakota, Nebraska, Ohio, Oklahoma, South Dakota, and Wisconsin.

West: Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, New Mexico, Nevada, Oregon, Texas, Utah, Washington, and Wyoming.

1. For accounting and reporting purposes, how is your cash management department regarded within the bank?

	Overall (%)	Top 25 (%)	26-100 (%)	NE (%)	SE (%)	MW (%)	W (%)
Cost center	54	35	61	35	67	70	52
Profit center	17	30	12	25	9	10	19
"Shadow" profit center	29	35	27	40	24	20	29
Sample	**72**	**20**	**52**	**20**	**21**	**10**	**21**

2. Over the past year, have expenditures for cash management sales and marketing at your bank:

	Overall (%)	Top 25 (%)	26-100 (%)	NE (%)	SE (%)	MW (%)	W (%)
Increased by more than 20%	25	15	29	10	38	30	24
Increased from 10% to 20%	37	50	32	45	52	10	29
Increased by up to 9.9%	22	15	25	30	10	40	19
Decreased by up to 10%	12	15	12	10	0	10	29
Decreased by more than 10%	3	5	2	5	0	10	0
Sample	**72**	**20**	**52**	**20**	**21**	**10**	**21**

3. Does your bank's accounting system track the profitability of individual cash management services?

	Overall (%)	Top 25 (%)	26-100 (%)	NE (%)	SE (%)	MW (%)	W (%)
Yes	66	95	55	65	64	60	71
No	34	5	45	35	36	40	29
Sample	**73**	**20**	**52**	**20**	**22**	**10**	**21**

4. Which cash management service had the highest gross profit margin at your bank in the last year?

	Overall (%)	Top 25 (%)	26-100 (%)	NE (%)	SE (%)	MW (%)	W (%)
Wire transfer	23	16	28	23	20	39	20
Controlled disbursement	20	16	23	4	49	14	13
Account reconciliation	17	13	20	15	21	8	20
Zero-balance account	17	29	9	27	3	17	20
Balance reporting	11	16	7	15	0	17	13
Lockbox	7	0	11	0	8	0	14
Other	4	10	1	15	0	5	0
Sample	**46**	**19**	**27**	**13**	**12**	**6**	**15**

5. Which service generated the highest net profit last year?

	Overall (%)	Top 25 (%)	26-100 (%)	NE (%)	SE (%)	MW (%)	W (%)
Controlled disbursement	23	9	33	4	58	12	14
Wire transfer	21	18	23	23	17	50	14
Account reconciliation	20	23	17	15	17	12	29
Balance reporting	12	12	12	15	0	25	14
Lockbox	12	6	15	8	8	0	22
Zero-balance account	6	15	0	19	0	0	0
Other	7	17	0	15	0	0	7
Sample	**43**	**17**	**26**	**13**	**12**	**4**	**14**

6. If you offer the following services, did they show a net profit in 1985?

	Overall (%)	Top 25 (%)	26-100 (%)	NE (%)	SE (%)	MW (%)	W (%)
ACH applications							
Yes	48	44	50	31	64	50	46
No	52	56	50	69	36	50	54
Sample	**46**	**18**	**28**	**13**	**14**	**6**	**13**
Consulting							
Yes	28	18	43	0	20	100	40
No	72	82	57	100	80	0	60
Sample	**18**	**11**	**7**	**6**	**5**	**2**	**5**
Treasury workstation							
Yes	14	23	9	0	18	0	23
No	86	77	91	100	82	100	77
Sample	**35**	**13**	**22**	**6**	**11**	**5**	**13**

7. Daylight overdraft caps will force many banks to start charging customers for intraday account overdrafts within two years.

	Overall (%)	Top 25 (%)	26-100 (%)	NE (%)	SE (%)	MW (%)	W (%)
Agree	36	50	30	45	23	30	43
Disagree	34	35	34	25	45	50	24
Disagree strongly	3	0	4	5	4	0	0
Not sure	27	15	32	25	27	20	33
Sample	**73**	**20**	**53**	**20**	**22**	**10**	**21**

8. In the next few years, many banks will start charging corporations for deposit float.

	Overall (%)	Top 25 (%)	26-100 (%)	NE (%)	SE (%)	MW (%)	W (%)
Agree strongly	6	5	6	0	0	10	16
Agree	51	45	54	47	60	60	42
Disagree	22	30	19	26	20	20	21
Disagree strongly	1	0	2	0	5	0	0
Not sure	19	20	19	26	15	10	21
Sample	**68**	**20**	**48**	**19**	**20**	**10**	**19**

9. As a product, treasury workstations have been a flop.

	Overall (%)	Top 25 (%)	26-100 (%)	NE (%)	SE (%)	MW (%)	W (%)
Agree strongly	16	15	17	15	18	30	9
Agree	53	30	62	55	59	60	43
Disagree	22	35	17	15	18	10	38
Disagree strongly	4	15	0	10	0	0	5
Not sure	4	5	4	5	5	0	5
Sample	**73**	**20**	**53**	**20**	**22**	**10**	**21**

10. Which of the following statements best fits your bank's strategy for treasury workstations?

	Overall (%)	Top 25 (%)	26-100 (%)	NE (%)	SE (%)	MW (%)	W (%)
Offer product aggressively on a stand-alone basis	20	39	13	11	23	20	24
Offer product defensively on a stand-alone basis	27	17	30	17	36	30	24
Offer only in conjunction with other products	21	28	19	28	18	20	19
Do not offer, but will support use of vendors' workstations	22	11	26	33	14	30	19
No strategy for workstation	10	5	11	11	9	0	14
Sample	**71**	**18**	**53**	**18**	**22**	**10**	**21**

11. The dramatic decrease in interest rates has made it much harder to sell cash management services to corporations.

	Overall (%)	Top 25 (%)	26-100 (%)	NE (%)	SE (%)	MW (%)	W (%)
Agree	14	20	12	10	14	20	15
Disagree	58	35	67	60	50	70	60
Disagree strongly	26	45	19	30	32	10	25
Not sure	1	0	2	0	4	0	0
Sample	**72**	**20**	**52**	**20**	**22**	**10**	**20**

12. The E.F. Hutton overdraft scandal was overblown. Hutton's cash management practices were not as flagrant as the Justice Department claimed.

	Overall (%)	Top 25 (%)	26-100 (%)	NE (%)	SE (%)	MW (%)	W (%)
Agree strongly	1	5	0	0	0	0	5
Agree	18	15	19	10	27	20	14
Disagree	43	30	47	55	50	30	29
Disagree strongly	23	35	19	20	14	30	33
Not sure	15	15	15	15	9	20	19
Sample	**73**	**20**	**53**	**20**	**22**	**10**	**21**

13. Has the Hutton episode prompted your bank to review, change, or implement formal operating agreements or contracts with corporate customers?

	Overall (%)	Top 25 (%)	26-100 (%)	NE (%)	SE (%)	MW (%)	W (%)
Yes	25	35	21	20	45	10	14
No	75	65	79	80	55	90	86
Sample	**73**	**20**	**53**	**20**	**22**	**10**	**21**

14. Besides transaction and account data, does your bank offer other financial information (such as business news headlines, market rates, foreign exchange quotes, etc.) to corporate customers over a terminal?

	Overall (%)	Top 25 (%)	26-100 (%)	NE (%)	SE (%)	MW (%)	W (%)
Yes	25	40	19	35	9	10	38
No	75	60	81	65	91	90	62
Sample	**73**	**20**	**53**	**20**	**22**	**10**	**21**

15. Leading cash management banks will have to provide a broad range of financial news, quotes, and data to corporate customers in the next few years.

	Overall (%)	Top 25 (%)	26-100 (%)	NE (%)	SE (%)	MW (%)	W (%)
Agree strongly	7	10	6	10	5	0	9
Agree	33	30	34	40	36	20	29
Disagree	48	55	45	45	50	60	43
Disagree strongly	3	0	4	5	0	0	5
Not sure	9	5	11	0	9	20	14
Sample	**73**	**20**	**53**	**20**	**22**	**10**	**21**

16. Which cash management service will your bank spend the most money on marketing in the next twelve months?

	Overall (%)	Top 25 (%)	26-100 (%)	NE (%)	SE (%)	MW (%)	W (%)
Lockbox	32	19	37	19	42	30	34
Balance Reporting	23	12	26	31	21	10	24
ACH	16	16	17	12	16	35	11
Controlled Disbursement	12	19	9	19	5	15	11
Account Reconciliation	6	6	6	0	5	10	11
Treasury Workstation	4	16	0	6	0	0	8
Other	7	12	5	12	11	0	2
Sample	**64**	**16**	**48**	**16**	**19**	**10**	**19**

— Survey tabulation by Daniel Cowles and Tom Ferris.

American Banker

TOP CREDIT CARD BANKS TABLES ON PAGES 34-35

The Daily Financial Service

155389000015 8/15/05 C11
STATISTICAL REFERENCE INDEX
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4520 EAST - WEST HIGHWAY
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VOL. CLI NO. 175 Monday, September 8, 1986 151st Year

Consumers Find Credit Card Interest Too High And Say They Would Switch to Cheaper Banks

But Some Bankers Say Customers Aren't Shopping

By MICHAEL WEINSTEIN

First of two articles

NEW YORK — A majority of consumers think credit card interest rates are too high, and many of them say they would switch credit cards for a "much lower" rate, according to a recent survey commissioned by the *American Banker*.

The survey also found a higher sensitivity to interest rates among the most profitable credit card customers — those who carry outstanding balances from month to month.

The newspaper's third annual survey gauged consumers' attitudes on a range of issues in the financial services industry. The nationwide telephone survey polled 1,028 adults between May 30 and June 18. It was conducted by Reichman Research Inc., a New York City-based opinion research firm.

This is the first of two articles on how consumers view credit cards. Additional findings from the *American Banker* survey will be published later this year.

For years, the prevailing wisdom in the industry has been that consumers are basically insensitive to credit card interest rates. Now, it appears that bankers are divided over that issue.

"Our experience to date has been that the credit card user is not that sensitive to rates," said Henry J. Silver, a vice president at Wells Fargo Bank in San Francisco.

"We believe that consumers do pay attention to rates and will change,"

AN American Banker SPECIAL REPORT

countered Carl M. Harris, first vice president at People's Bank in Bridgeport, Conn.

As competition in the credit card business intensifies, some analysts are predicting price-cutting in the form of lower interest rates. But for many banks, the question is how severely rates must be cut to attract new customers.

A few months ago, People's Bank and other Connecticut institutions slashed their interest rates to 12% or less, while competing card issuers have maintained their rates of at least 18%. Connecticut bankers report that the lower rates are wooing away customers from other banks.

But at many banks, a rate cut of such magnitude would drastically lower income and turn the credit card operation into a money loser, bankers say.

"A 'much lower' rate probably equates to five percentage points lower," said Mr. Silver, who believes such a reduction would endanger the profitability of Wells Fargo's card operation.

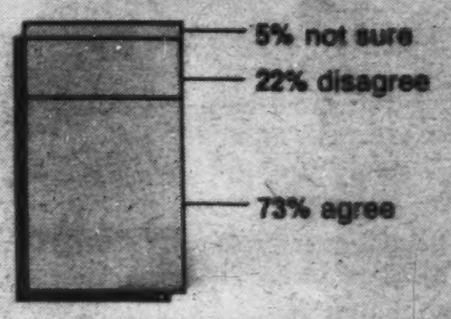
Older Accounts, Lower Losses

Wells, however, has lowered its credit card interest rate from 20% to 17% for customers who have held the bank's cards for at least five years. Loan losses are lower on older accounts, so the bank can afford the cut, which also

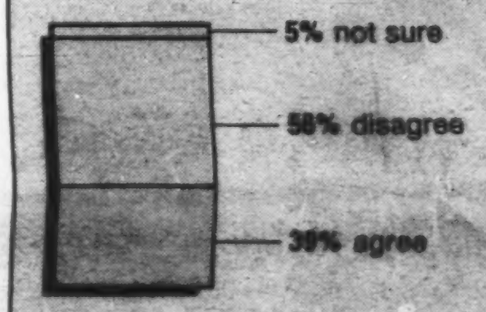
Survey: Page 41 ➡

Consumer Attitudes Toward Credit Card Interest Rates

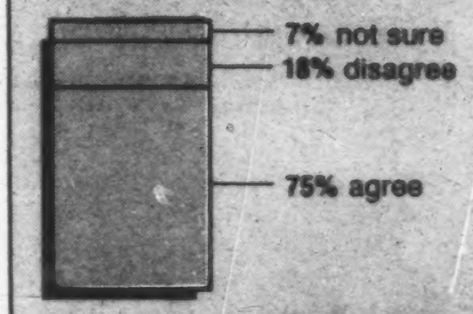
I think banks and other credit card issuers are taking advantage of the public with the high rates they charge.



If you think about the convenience of having credit when you need it, the interest rates charged on credit cards are really not bad.



If another bank offered me a much lower interest rate on my credit card borrowing, I'd seriously consider signing up for that other card.



Base: 723 people who have credit cards.

TODAY

The Discover card, Sears Financial Network's bold entry into the credit card arena, is featured in today's special section.

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WASHINGTON MONDAY

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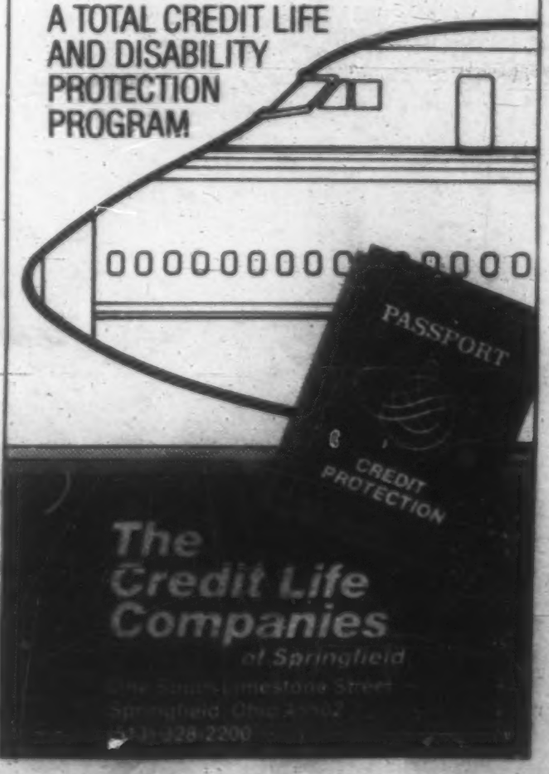


IN THE NEWS

TSO Acquires Apex

HORSHAM, Pa. — TSO Financial Corp., parent of Colonial National Bank USA of Delaware, said it will buy Apex Financial Corp. for $7.5 million. Apex, founded in 1979, is a residential second mortgage lender in the Northeast and Midwest. TSO, with assets of almost $700 million, offers personal loans and credit cards to consumers through its Delaware bank.

Virginia Banks Merge

RICHMOND — United Virginia Bankshares Inc., with $8 billion in assets, will acquire People's Bank of Chesapeake in a deal valued at around $17.1 million. Shareholders of the $71 million-asset People's will receive five shares of UVB common for each of their shares.

Pa. Thrift Kills Dividend

PHILADELPHIA — Fidelity Federal Savings & Loan Association said it will discontinue payment of its regular quarterly cash payment of five cents per share as a result of the Federal Home Loan Bank Board's new capital adequacy regulations. The $184 million-asset thrift said it will retain earnings for the time being to support future growth. It also declared a six-for-five stock split on Friday.

U.S.-Japan Rate Talks

TOKYO — Treasury Secretary James Baker and Japanese Finance Minister Kiichi Miyazawa are scheduled to meet in Washington early this week in advance of the annual International Monetary Fund meeting Sept. 30-Oct. 3. The two are expected to discuss U.S. calls for a coordinated cut in interest rates to spur economic growth. French Prime Minister Jacques Chirac and West German Chancellor Helmut Kohl are to discuss the same issue in a separate meeting this week. Both West Germany and Japan have resisted U.S. calls for a rate cut.

S&P Upbeat on Banks

NEW YORK — Despite pockets of weakness, notably in the Southwest, the financial sector remains generally stable and a negative rating trend will be halted, Standard & Poor's said in its latest corporate credit quality report. Banks in the Northeast, Southeast, and Midwest, excluding those in the Farm Belt, are performing well, it said, while the Southwest will remain under pressure.

Bank Failures Hit 99

WASHINGTON — The Federal Deposit Insurance Corp. has arranged for Community National Bank of Okarche, Okla., to assume $22.7 million in deposit liabilities of the failed Fairview State Bank of Fairview, Okla. The FDIC continued looking to find a buyer for a second bank that failed last week, the $68 million-deposit Western Bank in Midland, Tex. By midday Friday, 99 FDIC-insured banks had been closed this year; 48 of them are farm banks.

— Compiled by James R. Kraus

Big Players Win More of Bank Card Credit Market

Top 100 Banks, Led by Citicorp, Make 78% of All Insured Banks' Card Loans

By L. MICHAEL CACACE

NEW YORK — The top 100 commercial banks in credit card lending increased their share of the bank credit card market in 1985. More than 78% of all credit card loans made by insured commercial banks are on the top 100 banks' books, up from less than 73% at yearend 1984.

Citicorp, by far the biggest bank card player, also increased its share of the market.

The top bank in credit card lending is Citibank South Dakota NA, Sioux Falls. In addition, Citicorp has four other commercial bank subsidiaries that rank among the top 20 banks in the nation in credit card lending. Together, Citicorp's five bank subsidiaries account for 21.2% of the credit card loans held by the top 100 banks and 16.5% of the credit card loans outstanding at all insured commercial banks.

These are some of the findings of a new *American Banker* survey of the top commercial banks in credit card loans outstanding published today. The survey is based on the federal regulatory report of condition for Dec. 31, 1985, and the 1985 report of income for all insured commercial banks. The data were provided to *American Banker* by ADP Data Services Division, New York.

Tables of Top Credit Card Banks
Pages 34-35

Today's survey presentation consists of three tabular listings. The first table, on page 34, ranks the top 100 banks in credit card loans outstanding on Dec. 31, 1985. Also shown are credit card loans outstanding on Dec. 31, 1984, the percentage change in credit card lending, gross interest revenues from credit card lending for 1985 and 1984, and the ratio of credit card loans to total loans. The second table, on page 35, breaks down the top 100 banks by state.

Like Citicorp, many companies have credit card loans outstanding in more than one of their bank affiliates. Therefore, *American Banker* presents a third table, on page 35, based on the combined credit card loans outstanding at all the bank affiliates of banking companies.

This table lists all companies with more than $1 billion in credit card loans outstanding at their commercial bank affiliates that were ranked among the top 200 in country on Dec. 31, 1985. The 200th largest bank in credit card loans had $44.8 million in such loans on Dec. 31.

The credit card loan data were taken from Schedule RC-C, item 6a, of the report of condition and include all extensions of credit to individuals for household, family, and other personal expenditures arising from bank credit cards or special prearranged overdraft plans.

Gross interest income from credit card operations comes from the Report of Income, item 1.a.(1)(f)(1), and includes all interest, fees, and similar charges levied against or associated with domestically-booked credit card and related plan loans.

The top 100 banks had $61.4 billion in credit card loans outstanding on Dec. 31, 1985, up 37.6% from $44.6 billion on Dec. 31, 1984. In addition, the top 100 banks reported gross interest revenues from domestically booked credit card loans of $9.38 billion, up 41.3% from $6.64 billion in 1984.

According to data from the Federal Deposit Insurance Corp., credit card loans outstanding at all insured commercial banks totaled $78.42 billion on Dec. 31, 1985, a gain of 27.9% from $61.29 billion a year earlier.

Thus, the top 100 banks accounted for 78.2% of credit card loans made by all insured banks last year, compared with a ratio of 72.8% in 1984.

Citibank South Dakota had $8.05 billion in credit card and related loans outstanding on Dec. 31, 1985, making it the No. 1 bank in the nation in such loans. Its credit card loans rose 26.4% last year from $6.4 billion on Dec. 31, 1984. In addition, it was the largest bank in gross interest revenues from credit card operation with $1.52 billion in 1985, up 70.5% rise from $890.4 million in 1984.

Citibank South Dakota NA was established in 1981 to handle the bulk of Citicorp's credit card operations. At yearend it ranked as the nation's 37th largest bank in assets with $8.4 billion and the 135th largest in deposits with $2 billion.

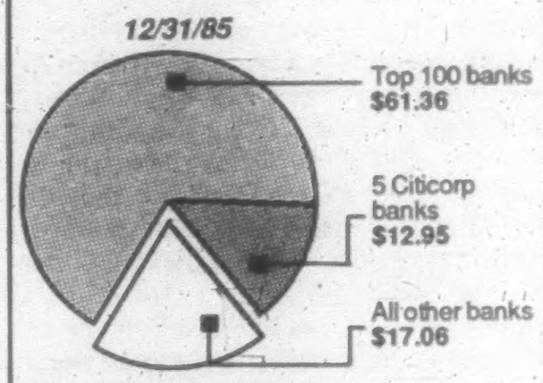
The four other Citicorp bank affiliates ranked among the top 20 are sixth-ranked Citibank (Nevada) NA, Las Vegas, with $1.6 billion in credit card loans on Dec. 31; eighth-ranked Citibank NA, New York, with $1.45 billion in credit card loans; 17th-ranked Citibank (Maryland) NA, Towson, with $959.6 million; and 18th-ranked Citibank (New York State) NA, Rochester, with $881.2 million.

The five Citicorp bank affiliates had combined credit card and related loans outstanding of $12.95 billion on Dec. 31, 1985, up 48.7% from $8.71 billion a year earlier. Their combined gross interest revenue from domestic credit card operations totaled $2.17 billion in 1985, up 74.5% from $1.24 billion in 1984.

Thus, the Citicorp affiliates accounted for 21.1% of credit card loans outstanding at the top 100 banks on Dec. 31, 1985, and 16.5% of credit card loans outstanding at all insured commercial banks. In 1984, the five Citicorp banks accounted for 19.5% of the top 100 bank loan total and 14.2% of the all insured commercial bank loan total.

The Bank Credit Card Lending Market:
Citicorp and Top 100 Banks' Share

Dec. 31, 1985 vs Dec. 31, 1984
(In billions of dollars)



Other Survey Findings

- Based on the combined credit card loans outstanding at all commercial bank subsidiaries, the top five banking companies are: Citicorp with $12.95 billion in credit card loans outstanding on Dec. 31, 1985; BankAmerica Corp. with $6 billion; Chase Manhattan Corp. with $3.6 billion; First Chicago Corp. with $3.4 billion; and Wells Fargo & Co. with $3.1 billion.
- Among the top 100 banks, the state with the largest representation is Delaware with 13 banks. Most of the Delaware banks are special-purpose banks established under the state's Financial Center Development Act of 1981 and Consumer Credit Bank Act of 1983. A special-purpose bank has a commercial bank charter but makes few or no commercial loans. In most cases they are used by bank holding companies to handle particular functions, such as credit card operations, and to take advantage of higher interest rate ceilings and tax breaks.
- Excluding special-purpose banks, among the top 10 banks, the bank with the highest ratio of credit card loans to total loans on Dec. 31, 1985, was First National Bank, Chicago, with a ratio of 15.9%. Among the top 25 banks, Bank of Virginia, Richmond, had the highest ratio, 26.7%. And among the top 100 banks, 86th-ranked Purdue National Bank, Lafayette, Ind., had the highest ratio, 57.5%. ■

Two Arrested as FBI Continues Probe of California Thrift

Special to the American Banker

SAN FRANCISCO — The financially troubled Centennial Savings and Loan Association, Santa Rosa, Calif., is under federal investigation for allegedly laundering drug money, receiving loan kickbacks, and dabbling in other illegal schemes.

Disclosure of the multifaceted investigation followed the arrest last Wednesday of Centennial Savings and Loan's main branch manager, Raleigh Riley Yasinitsky, and its former executive vice president, Beverly Rose Haines.

Mr. Yasinitsky, 29, and Ms. Haines, 53, have been jailed without bail on charges that they embezzled $1.8 million from Centennial Savings between January 1985 and last month. The two are scheduled for a bail hearing here today in federal court.

The embezzlement case is one of the largest in the San Francisco Bay Area in the past five years, according to the prosecutor, Assistant U.S. Attorney Peter Robinson. The federal probe, however, is only one part of a broad investigation that was initiated after the federal takeover of Centennial Savings in August 1985, Mr. Robinson said.

Centennial Savings, which was founded in 1976 as a small thrift with $18 million in assets, had a rapid rise and a devastating decline. Its initial assets dramatically rose to $408 million, then plummeted before the Federal Home Loan Bank Board declared Centennial insolvent amid charges of mismanagement and fraud.

Directors and top executives, including Ms. Haines, were ousted during the takeover period. Mr. Yasinitsky was kept on as a branch manager.

Since then, Centennial Savings has

Centennial: Page 46 ▶→

Top 100 Banks in Credit Card Operations

Based on Credit Card Loans Outstanding on Dec. 31, 1985, Compared with Dec. 31, 1984

(Dollar Amounts in Thousands)

Compiled by American Banker Copyright 1986

Rank 12/85		Credit Card and Related Loans Outstanding 12/31/85	12/31/84	% Chg.	Total Loans 12/31/85	Ratio: Credit Cards to Total Loans	Gross Interest Revenue From Credit Card Operations 1985	1984	% Chg.
1	Citibank South Dakota NA, Sioux Falls	8,048,981	6,367,897	26.4	8,134,940	98.9	1,518,453	890,419	70.5
2	Bank of America NT&SA, San Francisco	5,362,000	4,681,000	14.5	74,795,001	7.2	842,000	729,000	15.5
3	First National Bank, Chicago	3,361,867	2,932,386	14.6	21,123,067	15.9	554,724	432,326	28.3
4	Chase Manhattan Bank (USA) NA, Wilmington, Del.	3,301,356	989,808	233.5	4,576,701	72.1	322,883	129,562	149.2
5	Wells Fargo Bank NA, San Francisco (a)	1,862,889	1,237,226	50.6	20,155,534	9.2	260,274	163,802	58.9
6	Citibank (Nevada) NA, Las Vegas	1,610,967	N.A.	N.A.	1,610,967	100.0	145,809	N.A.	N.A.
7	Manufacturers Hanover Trust Co., New York	1,532,217	1,290,019	18.8	44,200,692	3.5	247,126	193,380	27.8
8	Citibank NA, New York	1,450,000	1,016,000	42.7	78,472,001	1.8	271,000	254,000	6.7
9	Chemical Bank, New York	1,369,713	1,302,240	5.2	36,216,223	3.8	228,161	172,854	32.0
10	Marine Midland Bank NA, Buffalo, N.Y.	1,233,159	976,547	26.3	14,753,875	8.4	200,983	139,379	44.2
11	Crocker National Bank, San Francisco (a)	1,208,394	1,078,733	12.0	12,141,567	10.0	218,033	190,170	14.7
12	Security Pacific National Bank, Los Angeles	1,136,478	943,655	20.4	30,145,324	3.8	187,776	163,840	14.6
13	Beneficial National Bank USA, Wilmington, Del.	1,045,727	744,971	40.4	1,050,069	99.6	147,604	119,806	23.2
14	Maryland Bank NA, Newark, Del.	1,033,182	889,026	16.2	1,096,465	94.2	126,651	113,875	11.2
15	First Interstate Bank of California, Los Angeles	1,018,345	871,486	16.9	14,726,352	6.9	199,325	149,352	33.5
16	First National Bank, Atlanta	1,013,976	796,494	27.3	4,425,607	22.9	183,510	124,092	47.9
17	Citibank (Maryland) NA, Towson	959,614	354,086	171.0	962,075	99.7	173,750	17,260	906.7
18	Citibank (New York State) NA, Rochester	881,169	970,192	-9.2	3,212,147	27.4	58,830	80,861	-27.2
19	Bank of Virginia, Richmond	861,529	700,814	22.9	3,220,711	26.7	154,829	125,905	23.0
20	CoreStates Bank of Delaware NA, Wilmington	703,053	572,293	22.8	703,053	100.0	106,726	66,583	60.3
21	Southeast Bank NA, Miami	676,361	542,472	24.7	6,632,451	10.2	80,958	59,161	36.8
22	Seattle-First National Bank	671,481	588,460	14.1	7,998,478	8.4	125,883	108,360	16.1
23	First City Bank Sioux Falls NA, S.D.	627,460	N.A.	N.A.	628,163	99.9	32,208	N.A.	N.A.
24	Sovran Bank NA, Richmond	586,838	479,539	22.4	6,650,195	8.8	75,925	59,318	28.0
25	First Interstate Bancard Co. NA, Simi Valley, Calif.	534,817	234,061	128.5	534,834	100.0	64,508	28,517	126.2
26	MBank USA, Wilmington, Del.	507,869	N.A.	N.A.	507,869	100.0	29,559	N.A.	N.A.
27	NCNB National Bank of North Carolina, Charlotte	506,760	370,856	36.6	7,641,138	6.6	66,018	46,372	42.4
28	Mellon Bank (DE) NA, Wilmington	478,598	180,625	165.0	771,768	62.0	66,505	25,646	159.3
29	United Virginia Bank, Richmond	475,936	369,841	28.7	5,090,606	9.3	79,032	59,655	32.5
30	Michigan National Bank, Lansing	460,356	405,785	13.4	1,245,616	37.0	76,194	78,166	-2.5
31	First National Bank, Boston	446,401	305,455	46.1	13,986,243	3.2	51,784	29,346	76.5
32	Rainier National Bank, Seattle	445,950	422,950	5.4	5,309,840	8.4	89,259	73,947	20.7
33	National Westminster Bank USA, New York	399,075	316,516	26.1	6,696,302	6.0	61,366	50,276	22.1
34	BancOhio National Bank, Columbus	395,992	227,682	73.9	2,637,356	15.0	50,703	36,990	37.1
35	Bank of New York (Delaware), Wilmington	392,591	207,146	89.5	1,191,574	32.9	46,956	18,934	148.0
36	Valley National Bank, Phoenix	387,263	376,911	2.7	6,465,081	6.0	60,256	57,090	5.5
37	Harris Trust & Savings Bank, Chicago	369,891	330,156	12.0	4,519,563	8.2	59,044	46,154	27.9
38	Bank One Columbus NA, Ohio	356,038	443,286	-19.7	1,818,681	19.6	84,105	54,227	55.1
39	Avco National Bank, Irvine, Calif.	350,193	199,295	75.7	350,193	100.0	47,532	25,511	86.3
40	First Wisconsin National Bank, Milwaukee	348,120	310,278	12.2	2,631,611	13.2	44,439	40,033	11.0
41	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	337,022	269,307	25.1	5,854,343	5.8	36,419	33,648	8.2
42	European American Bank, New York	336,194	427,594	-21.4	4,553,676	7.4	69,174	58,571	18.1
43	Security Bank & Trust Co., Southgate, Mich.	330,244	251,583	31.3	724,933	45.6	52,072	40,153	29.7
44	First Union National Bank, Charlotte, N.C.	314,145	261,138	20.3	6,926,195	4.5	44,796	39,619	13.1
45	United States National Bank, Portland, Ore.	312,849	246,473	26.9	4,809,834	6.5	53,388	40,145	33.0
46	Mercantile Bank NA, St. Louis, Mo.	307,984	184,771	66.7	2,282,141	13.5	37,241	25,649	45.2
47	Comerica Bank - Detroit	305,319	320,773	-4.8	4,693,656	6.5	16,008	13,799	16.0
48	First Interstate Bank of Arizona NA, Phoenix	299,887	244,051	22.9	4,280,410	7.0	47,533	42,484	11.9
49	Central Fidelity Bank, Richmond	296,893	163,354	81.7	2,144,806	13.8	38,162	25,310	50.8
50	Maryland National Bank, Baltimore	295,415	6,425	4,497.9	4,298,145	6.9	62,015	1,507	4,015.1
51	Central Bank, Denver, Colo.	294,907	272,489	8.2	704,039	41.9	69,361	61,105	13.5
52	Sun Bank NA, Orlando, Fla.	291,949	249,066	17.2	2,056,980	14.2	40,983	28,117	45.8
53	NBD Delaware Bank, Wilmington	282,255	136,576	106.7	282,255	100.0	N.A.	N.A.	N.A.
54	Indiana National Bank, Indianapolis	281,683	208,622	35.0	2,308,313	12.2	50,430	35,472	42.2
55	NCNB South Carolina, Columbia	279,091	186,726	49.5	1,229,992	22.7	49,273	34,690	42.0
56	First National Bank, Wilmington, Del.	278,213	196,158	41.8	298,183	93.3	38,979	28,676	35.9
57	PNC National Bank, Wilmington, Del.	275,397	100,709	173.5	289,929	95.0	36,813	17,411	111.4
58	Huntington National Bank, Columbus, Ohio	267,153	166,419	60.5	4,110,607	6.5	41,375	24,493	68.9
59	Citizens & Southern National Bank, Atlanta	267,108	269,308	-0.8	5,852,691	4.6	49,356	48,081	2.7
60	Equibank, Pittsburgh	255,868	216,016	18.4	1,284,517	19.9	37,893	28,235	34.2
61	Norwest Bank Des Moines NA, Iowa	254,774	199,040	28.0	690,283	36.9	35,899	33,674	6.6
62	RepublicBank Dallas NA	247,929	198,304	25.0	10,115,990	2.5	33,805	33,543	0.8
63	Equitable Bank NA, Baltimore	234,544	17,427	1,245.9	1,779,854	13.2	34,586	2,720	1,171.5
64	First Omni Bank NA, Millsboro, Del.	234,132	149,965	56.1	236,145	99.6	29,576	21,708	36.2
65	AmeriTrust Co. NA, Cleveland	233,684	176,574	32.3	4,878,474	4.8	34,323	29,276	17.2
66	Connecticut Bank & Trust Co. NA, Hartford	228,604	191,767	19.2	4,567,561	5.0	36,065	33,386	8.1
67	Chase Lincoln First Bank NA, Rochester, N.Y.	215,085	224,557	-4.2	3,169,316	6.8	36,148	34,694	4.2
68	First Tennessee Bank NA, Memphis	212,972	183,289	16.2	2,948,587	7.2	42,554	34,660	22.8
69	InterFirst Bank Dallas NA	208,000	163,868	26.9	6,712,783	3.1	33,563	28,383	18.3
70	State Street Bank & Trust Co., Boston	206,448	144,755	42.6	1,997,196	10.3	22,252	19,474	14.3
71	Michigan National Bank, Detroit	202,969	175,164	15.9	1,495,082	13.6	33,876	31,787	6.6
72	American Fletcher National Bank & Trust Co., Indianapolis	200,087	109,265	83.1	2,309,786	8.7	28,681	24,751	15.9
73	South Carolina National Bank, Charleston	199,891	172,210	16.1	2,683,440	7.4	38,248	23,869	60.2
74	First National Bank of Commerce, New Orleans	199,186	156,840	27.0	1,045,294	19.1	25,666	19,919	28.9
75	Connecticut National Bank, Hartford	186,973	185,265	0.9	4,390,040	4.3	20,179	22,065	-8.6
76	Fleet National Bank, Providence, R.I.	175,304	109,334	60.3	3,529,352	5.0	19,718	18,542	6.3
77	Arizona Bank, Phoenix	172,250	116,829	47.4	2,708,284	6.4	18,986	13,728	38.3
78	Sovran Bank/Delaware, Dover	170,968	140,176	22.0	170,968	100.0	22,814	17,483	30.5
79	Comerica - Midwest NA, Toledo, Ohio	169,358	49,555	241.8	169,358	100.0	N.A.	N.A.	N.A.
80	Colonial National Bank USA, Wilmington, Del.	168,700	44,695	277.4	328,325	51.4	27,219	6,587	313.2
81	Rhode Island Hospital Trust National Bank, Providence	168,146	75,720	122.1	1,638,363	10.3	18,823	11,038	70.5
82	Bank One Dayton NA, Ohio	163,360	177,763	-8.1	1,061,879	15.4	34,704	32,099	8.1
83	California First Bank, San Francisco	162,750	148,186	9.8	3,874,170	4.2	30,305	25,621	18.3
84	Louisiana National Bank, Baton Rouge	162,156	107,726	50.5	967,024	16.8	23,436	16,469	42.3
85	First National Bank, Omaha, Neb.	161,903	117,582	37.7	465,830	34.8	36,892	28,494	29.5
86	Purdue National Bank, Lafayette, Ind.	160,761	73,447	118.9	279,591	57.5	18,934	11,185	69.3
87	United Missouri Bank of Kansas City NA	159,981	154,431	3.6	689,614	23.2	28,155	35,976	-21.7
88	First Pennsylvania Bank NA, Philadelphia	158,290	140,260	12.9	3,400,255	4.7	23,639	21,923	7.8
89	New Jersey National Bank, Pennington	150,568	120,147	25.3	1,256,477	12.0	22,010	17,575	24.5
90	Horizon Bank NA, Morristown, N.J.	147,541	99,478	48.3	1,024,894	14.4	20,469	10,242	99.9
91	First Interstate Bank of Oregon NA, Portland	143,326	120,818	18.6	3,354,024	4.3	26,904	25,860	4.0
92	Trust Company Bank, Atlanta	142,988	112,266	27.4	2,523,700	5.7	29,522	22,567	30.8
93	Manufacturers & Traders Trust Co., Buffalo, N.Y.	140,141	145,949	-4.0	1,510,267	9.3	24,636	24,880	-1.0
94	Boatmen's National Bank, St. Louis, Mo.	136,314	45,455	199.9	1,591,152	8.6	20,379	7,465	173.0
95	First Virginia Bank, Falls Church	132,743	118,857	11.7	910,926	14.6	17,820	14,082	26.5
96	Fifth Third Bank, Cincinnati	129,824	112,361	15.5	1,328,383	9.8	42,215	26,650	58.4
97	Barnett Bank of South Florida NA, Miami	128,255	109,693	16.9	2,427,922	5.3	18,989	15,984	18.8
98	Bank of Hawaii, Honolulu	124,722	104,333	19.5	2,343,724	5.3	15,142	23,230	-34.8
99	First American National Bank, Nashville, Tenn.	122,199	96,873	26.1	1,544,996	7.9	22,005	17,119	28.5
100	First Union National Bank of Florida, Jacksonville	118,519	110,412	7.3	2,159,058	5.5	16,241	15,291	6.2
	Totals for the Top 100 Banks	**61,358,527**	**44,604,381**	**37.6**	**608,285,000**	**10.1**	**9,377,344**	**6,635,472**	**41.3**

Data are from the Federal regulatory Report of Condition and Report of Income for all insured commercial banks and were provided to American Banker by **ADP Data Services Division, New York.** ADP restates its 1984 data on a pro forma basis for mergers in 1985. **Credit Cards and Related Loans Outstanding** are from Schedule RC-C, item 6a, of the Report of Condition and include all extentions of credit to individuals for household, family, and other personal expenditures arising from bank credit cards or especial prearranged overdraft plans. **Total loans** are from RC-Balance Sheet, item 4.a.—"Loans and leases, net of unearned income". **Gross Interest Income from Credit Card Operations** are from the Report of Income, item 1(a)(1)(i)—"Credit Cards and related plans" and include all interest, fees, and similar charges levied against or associated with domestically-booked credit card (and related plan) loans. (a)— Wells Fargo Bank NA merged with Crocker National Bank under the latter's charter and with the former's title on May 30.